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# THE Publishers' Weekly

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## The American BOOK TRADE JOURNAL

Published by R. R. Bowker Co. at 62 West 45th Street, New York  
R. R. Bowker, President and Treasurer; J. A. Holden, Secretary  
Entered as second-class matter June 18, 1879, at the post office at New York, N. Y., under the Act of March 3, 1879. Subscription price, Zones 1-5, \$6.00; Zones, 6-8, \$6.50; Foreign, \$7.00.  
English Agent: D. H. Bond, 407 Bank Chambers, Chancery Lane, W. C. London.

VOL. XCVIII.

NEW YORK, SEPTEMBER 4, 1920

No. 10

*Opinions  
from the  
Bar regarding*  
**PARKER'S**



# NO DEFENCE

*Ready  
Sept. 10th  
Price  
\$2.00 Net*

Last week we asked you to *JUDGE FOR YOURSELF* as to "No Defence" and offered facts in its favor. A few dealers read the story,—one remarked, "You've got the big book this year. I thought 'The Right of Way,' was Parker's best, but 'No Defence' is better,"—other dealers have increased their orders. These advance opinions verify our conviction that "No Defence" has all the elements of a "best seller," but it is your favorable judgment, cooperation, and necessary suggestions that we are counting on to help build the sale.

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**WARNING:**—But "No Defence" is not to be recommended to readers who want the vulgar, slangy, midnight frolic kind of story.

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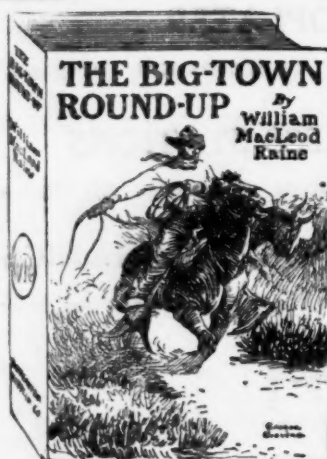
Safe to Stock  
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# FALL LEADERS

Watch for This  
Page Each Week

## Plainsman *versus* Gunman

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**The Publishers' Weekly**

FOUNDED BY F. LEYPOLDT

September 4, 1920

*I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.*"—BACON.

**Censorship Called Down—The Post-office Outlook**

CENSORSHIP thru the Postoffice Department and thru the Department of Justice, or as it is now sometimes called Injustice, had reached such a pass under war conditions as to threaten to subvert the practical safeguards of the Constitution in respect to free speech and free press. It is always a fact that when such a power is exercised, as it must be, by agents of the responsible powers who do not feel the responsibility but only the power, control and suppression are carried to the extreme. Book publishers and book sellers have had reason to complain of the censorship of morals which has been carried to a like extreme. It must be admitted and asserted that to protect the community in peace as well as in war there should be reasonable exercise of the police powers of the Postoffice Department and of our courts to preclude treasonable or immoral publications. The danger is that when the central authority gives its agents rash power to construe "treason" and "immorality" these words will be stretched to the breaking point.

It is good to record that sensible judges have now come to the front to limit such assumption or abuse of power. Judge Geo. M. Anderson in the U. S. District Court at Boston has severely arraigned the Department of Justice for outrageous violations of law in handling deportation cases and recently the Supreme Court of the District of Columbia, practically a federal court, has called a halt on postal censorship. The latter decision is of great importance to all publishers, for it rebukes the assumption of the Postmaster General that he has the prescience and foresight to determine that a publication violates the law before it is issued. The court laid down the sensible and fundamental proposition that publications cannot violate the law until they are issued and that the Postoffice Department, therefore, cannot

suppress a periodical in advance as the Postmaster General undertook to do in the case of *The Call* which has obtained the recent decision under *mandamus* proceedings. The decision is important beyond its immediate scope for it should be the beginning of a reform in the Postoffice Department which will ultimately lead to the freeing of publishers of all sorts from the despotic regulations which have so much interfered with the proper conduct of private business.

One of the great glories of English literature is the plea by Milton in his "Areopagitica" for liberty of the press as against the censorship of the Star Chamber. Mr. Burleson should read his Milton and not place himself in accord with that opponent of liberty, Gov. Berkley of Virginia, who two centuries ago wrote of his State: "I thank God there are no free schools nor printing. . . . For learning has brought disobedience and heresy and sects into the world, and printing has divulged them, and libels against the best government. God keep us from both."

As a national election approaches it is safe to presume, that whichever party wins, Mr. Burleson can have no successor after his own kind. The certain way to assure this, however, is to divorce the business of the Postoffice Department utterly from politics by making all the officials except the Postmaster General as a Cabinet officer, business and not political appointees. The present First Assistant Postmaster General, Mr. Koons, for instance, is an example of the many officials within the Department, who like Postmaster Morgan of New York, have won their way to the top by demonstrating executive ability thru successive positions and such officials should not be lost to the public service by party turn-overs.

In his recent address before the newspaper publishers Mr. Koons uttered a note of alarm which should not go unheeded. Mr. Burleson's reference to the postoffice as almost a "miraculous organization" lends itself to easy jest but it has nevertheless a large element of truth. If inadequate appropriation by Congress or a serious strike among the employees should cripple the postal system even for a single day, there is no telling to what extent the business world might be affected. Publishers of all sorts should help to face the situation and make their influence felt first in obtaining adequate appropriations from Congress and secondly in obtaining such legisla-

tion, as will make the Postoffice Department, aside from the Postmaster General, a truly business organization not to be demoralized by political influences or party changes.

### September Buying

SEPTEMBER is the month of readjustment in the store as well as in the home, readjustment to the pace of the active season and the season of business pressure. It is in these four weeks somewhat too easy for the bookseller to forget that it is not only the time for getting in stock but also for realizing on more brisk selling. Many people during the summer months have been getting into the habit of book reading and have found leisure for starting new lines of interest or, if not already book readers, have very likely now found acquaintances among people who have started in their minds the idea of the stimulating value of books. These people are, in September, returning to their homes and a reminder from their bookseller that he is there on the main street to serve them and their families should be advantageous and timely advertising. The world is seething with new ideas and new information, and people will be turned more readily than ever before to reading habits. Let not the bookseller forget that September can be a *bookselling* month as well as one of *preparation*.

### "Pep Stuff"

THE voters of the two parties seem unanimously agreed that the vocabulary of 'pep' salesmanship is not the most acceptable mode for expressing the needs of a national political campaign. It is not the amount of the proposed collections but the phraseology of the collectors that has given a bad handle to the Democrats against their opponents. Without speaking of this happening as a political event, it is worth pointing out, in business circles, that salesmanship, sales letters and advertising copy of the 'pep' variety may not be the final word of effectiveness in selling certain types of merchandise.

Advertising men from outside the book-trade are always pointing out that publishers are out-of-date in their methods of display. They protest when anyone points out that, possibly, books may need a little different handling from some other types of merchandise, and that copy that suits chewing gum may

not be suitable for a book campaign. There is an inherent dignity in publishing as there is in great national issues that may render it unnatural and ineffective to use some accepted patterns of publicity approach.

Publishers are particularly anxious this year to reach out to the new book buyer, the man who is just becoming interested in books and book ownership. They are not likely, however, to propose to make their appeal exactly on the same terms as if they had a new patent article or food product. This is not what will best draw attention to great political issues or great religious issues, or even to books.

### As the Staff Increases

IN almost all retail business, the season from September to Christmas is one of steadily increasing working staffs, principally in the number of salesmen. It is somewhat natural to look upon these people as temporary and therefore to use less care in the selection, believing that, after all, the regular hands will probably carry the business thru and that almost anyone can take a part in their busy season.

It is often forgotten to take into consideration that in the busy season many people make their first acquaintance with bookstores and bookstore service, and that their future feeling toward the bookstore and book buying will be influenced by the attention received at that time. It is also to be remembered that the busy times are the times in which to test out untrained new people, so that new talent may be developed with which to assure continuance and prosperity in the business which can hold as well as attract ability.

When January 1st comes in any retail bookstore, there are bound to be readjustments, and likely to be openings for people showing real talent for the book business.

Such talent will not develop by chance alone, but by painstaking selection of people and careful attention to the training of this material. Responsibilities crowd upon the manager in the first of these fall months, responsibilities in buying and selecting stock, in getting it delivered, looking over facilities and store equipment, but there is nothing more important than the development of the personnel, and the slighting at this point may mean an unrecognized difference between a big year and an average one.



## THE PAPER SHORTAGE

*Famine Not Due to Actual Lack of Pulp Wood*

A most readable article on the state of paper manufacture and the causes of our paper shortage appeared in the August 5 issue of the *Paper Trade Journal*. It is the work of John M. Gries, Assistant Professor of Lumbering of the Harvard Graduate School of Business Administration.

"During the war," he says, "few pulp and paper-making machines were made, and it was impossible to equip the plants to meet the abnormal demand. Considering the distribution of the timber available for pulpwood, the pulp and paper industry was too much centralized in the North and the East. To increase the capacity of many of these plants would unduly shorten their lives. Increased production must come largely from the West and the South. Until more pulp and paper plants are located in these sections and the pulpwood and mill waste used in the making of paper, no great increase in the production of paper from wood pulp can be expected. The center of the pulp and paper production may remain in the North and East for many years, but to meet the demand the proportion of paper produced from wood pulp in the West and South must steadily increase.

"According to Secretary Houston, 'only one-third of the American newspapers issued in 1919 were printed upon the product of American forests.' This clearly shows that the pulp industry of the United States must be increased enormously before we approach independence of foreign supplies. While it may be advisable to import large quantities of pulp and paper in order to extend the life of our pulpwood supply, there is always the possibility of foreign nations placing an embargo on the export of woodpulp and paper. The recent action of the Canadian Government indicates the possibility of an embargo.

"Paper is made from many different raw materials, and the number brought into use from time to time is constantly increasing, and with the advance in prices others will be added. Altho the raw materials used in making paper are numerous, the forests are the principal sources. More than 75 per cent of all the paper used in the United States is made from woodpulp. If the supply of timber suitable for the making of paper were to be exhausted within the next ten or fifteen years the problem would be most serious. The chemists and papermakers would find it next to impossible to supply the quantity of paper now made from woodpulp from other materials.

"Timber is a visible raw material, the supply of which is constantly being diminished. The annual cut is probably three or four times as great as the annual growth of timber in the States. This is not only true of our lumber supply, but pulpwood is also being depleted more rapidly than it is grown. The annual cut of lumber has stood approximately stationary for the last ten years. Recent figures show a decline in the annual cut. Assuming

that the annual production of lumber remains about constant, the timber supply, if cut into lumber, would last for about seventy years. This makes no allowance for the growth of timber during that period, nor for destruction by fire and wind. The increased use of cement and steel may permit the consumption of lumber to remain constant, altho that is uncertain. Another factor that may affect our supply is the export trade. If the policy of some of our most enthusiastic exporters should be successful, it would mean a material drain upon our supply. The demand for paper may also cause much of the smaller soft woods to be cut into pulp stock and thus reduce the timber available for lumber. No matter whether our timber lasts fifty years, seventy years or one hundred years, it is high time for the nation to adopt an aggressive forestry policy.

"Some claim that Alaska will supply the world with pulp for many years. Alaska has an area of 590,884 square miles, but less than one-third of this area is covered with timber, and on much of this the stand is very light. The total timbered area is slightly larger than California, but the well timbered area is no larger than Georgia. The timber is found along the rivers and the Southern coast. As far as lumber is concerned, the supply of Alaska would not supply the United States for more than three years. The scattered timber is small and knotty. While there are several million cords of pulpwood in Alaska, it is not accessible at present, and altho it may some time furnish a valuable addition to the present supply, it will never become the main source.

"The present shortage of paper is due to many causes, but an *actual shortage* of pulpwood is not one of them. Lack of machinery and equipment is one of the causes. During the war little new equipment was manufactured. This left the capacity of the pulp mills about stationary when the great increased demand for paper took place. Paper-making machines were also not in stock. Both the labor and materials were needed for war work, and the result was that the mills had an inadequate equipment to take care of more business. Transportation facilities were inadequate, and it not only affected the delivery of pulp and paper-making machinery and logging equipment, but the delivery of pulp and paper as well. Price fixing also had a deterrent effect upon the producers of pulp and paper. They were not certain that they could raise their prices as fast or faster than the advance in the cost of production. They would not risk added expense for fear they could not recover in price. Whether this fear was justified or not has nothing to do with the result. Increased advertising had a most decisive effect toward producing the shortage. The flood of war books also called for increased quantities of "book" paper, which further added to the shortage.



"The buyer of paper is most concerned with the immediate future. It can be provided for by the erection of more pulp and paper plants in the South and on the Pacific Coast. If an actual paper shortage does come about within the next twenty years, it will be due to the fact that the pulp mills have not been built in these sections.

"The very early exhaustion of the pulpwood of the United States is predicated upon the assumption that the mills will only use such wood as they are now using. It does not take into consideration that other coniferous trees from which satisfactory news print paper has been produced will be used in the future. Nor does it consider the larger sizes that can be used and will be used if the return to the owner of the timber is greater as pulpwood than as lumber.

"The reproduction of our wood pulp forests is not taking place rapidly enough to keep pace with the cut. There will come a time when there will be a shortage of second-growth timber for the paper plants of the country. To provide for the future immediate steps should be taken to grow pulpwood on lands best suited for that purpose."

### *Is English Bookselling Declining?*

*London Correspondent Paints a Gloomy Picture*

That newly published books are handled by but few bookstores in England because of the very limited demand, is the opinion of the London correspondent of the *Boston Transcript*, R. Ellis Roberts. He is able to name only a few shops where real attention is paid to the selling of new books tho energetic dealers in second-hand books are plenty. The suggestion that reform can come by selling new books second-hand seems a far shot and building up business on the sale of review copies seems rather dubious.

"Most authors of merit have been for some time agreed that book-selling is one of the worst managed trades in the United Kingdom.

"For a great many years now I have hardly ever bought a new book; one's chief reading and one's chief purchases are from books which figure in the second-hand bookseller's catalog, and for the rest, one gets quite enough of modern books in the way of review copies. I remember, however, the extraordinary difficulty which one frequently had in the days when one had to buy one's new books, and it puzzled one the more because second-hand booksellers are among the most enterprising and intelligent tradespeople that I know and take a real pleasure in performing a difficult task.

"There are, of course, some good sellers of new books; in London there are Sotheran, Hatchards, Jones and Evans, Bickers, Bain and Denny; in Oxford there are Blackwell and Parker; in Exeter there is Commin; in Manchester, Pitcher; and in Liverpool, Henry Young, but it is noteworthy that nearly all the

best book-sellers, both in London and the provinces, never confine themselves to the sale of new books. It is those who sell nothing but new books who, as Mr. Conrad complains, 'display a mass of unutterable rubbish,' and it is with them in his mind that Mr. Beresford says that 'the average bookseller knows far less about books than the average publisher's traveler.' Mr. Shaw points out how badly the English compares with the continental bookshop, and concludes bitterly, 'the truth is, we are an illiterate nation and likely to remain so while books are harder to come by than bicycles.' I doubt the truth of this last remark of Mr. Shaw's. Most of the bookshops that only sell trash, so far as modern literature is concerned, do stock the popular reprints, which include the works of so many masters of English literature. I am not at all sure if modern books were only published at a lower price, that the public would not be as ready to buy good things as bad.

"The truth is, there is a very limited purchasing public for modern books. People who think nothing of spending three or four pounds on a dinner party and another two or three on theater seats, would never dream of paying eight or nine shillings for a new novel or a book of essays or a volume of poems. A very distinct line is drawn by this type of person between books and magazines. They will buy at a shilling or eighteen pence or even half-a-crown, a magazine which is probably left in the railway train, and won't regard the money so spent as being spent in any culpable way. A real book collector, however modest his ambitions and however small his library, is regarded by the kindly ones as a person afflicted of God and by the unkind as somebody with a vice scarcely second to drug-taking or dipsomania. I have heard myself spoken of in tones of great horror as the man who spent nearly half his income last year on books. This particular type of anti-book-buyer is generally a great pillar of the circulating libraries, and he is apt to treat books with the same carelessness that a booklover displays towards his clothes, the pockets of which bulge comfortably with the smaller octavos and the duodecimos. Perhaps the real reason for the strange absence of talent among the sellers of new books is that the new book hardly ever inspires love. There are a few exceptions, such as the productions of some private presses and books notable for their beauty of ornament or illustration, which your true bibliophile's heart goes out to, but on the whole, for a book to be loved, to be perused, it has to have associations more romantic, more historical than attach themselves to a book fresh from the press. If I may be allowed the suggestion, perhaps the bookseller who will succeed in effecting the reform of the English bookshop will be the man who sells his new books second-hand; after all a very good business is done by some booksellers in those review copies which the reviewer, after great consideration, decides not to keep on the shelves of his library."



"BABE" RUTH OF THE NEW YORK YANKEES, SIGNING CONTRACT WITH THE H. K. FLY CO. FOR THE PUBLICATION OF A STORY HE HAS WRITTEN ABOUT BASEBALL CALLED "THE HOME RUN KING." THE H. K. FLY CO. HAS ARRANGED WITH THE A. L. BURT CO. TO BRING THE BOOK OUT UNDER THEIR IMPRINT. IN THE PICTURE, STANDING FROM LEFT TO RIGHT ARE HARRY S. DRAGO OF THE H. K. FLY CO., HARRY P. BURT AND "BABE" RUTH.

### The Rotogravure Catalog

Sunday newspapers are making the attractiveness of rotogravure printing increasingly appreciated thruout the country. It is interesting, too, to see this process turned to the purpose of producing book circulars. Grosset & Dunlap have just issued a sixteen page list, in envelope enclosure size, printed in brown rotogravure process. The principle was especially effective in the reproduction of author portraits of which there are two to every page. It is considerably more expensive than other printing, but the attractiveness to the eye is undoubted. The title used for this catalog has been the slogan of the American Library Association, "Books for Everybody."

### The Bookman's Table D'Hote

The recent practice of authors of naming their books for comestibles has moved a good friend of the Gossip Shop (Charles F. Woods, librarian of the San Jose Free Public Library) to suggest the following, says *The Bookman*:

#### MENU FOR THE NEXT ANNUAL DINNER OF THE AUTHORS' CLUB

COCKTAIL  
 Manhattan à la Clarke  
 HORS D'ŒUVRES  
 Mixed Pickles à la Field  
 SOUP  
 Red Pottage à la Cholmondeley  
 FISH  
 Octopus à la Norris  
 ENTREE  
 Peacock Pie à la de la Mare  
 ROAST  
 Roast Beef Medium à la Ferber  
 Wild Duck à la Ibsen  
 Small Potatoes à la Isbell  
 Carrots à la Molesworth  
 SALAD  
 Cherry à la Tarkington  
 DESSERT  
 Mince Pie à la Morley  
 Raspberry Jam à la Wells  
 Ladyfingers à la Gregory  
 Oranges and Lemons à la Wemyss  
 There's Pippins and Cheese to Come  
 à la Brooks  
 Cup of Coffee à la Reynartz  
 Something that Begins with "T"  
 à la Strahan  
 Smoke à la Turgenev  
 Sherry à la McCutcheon  
 New Wine à la Castle

### Please Page Skeeters Kirby

The *Evening Post* of August 30 shows Edgar Lee Masters in a new light, as a cruel father who brings his youngest child to the big city and absent-mindedly abandons him. The *Post* thus describes the catastrophe: "He called me Skeeters Kirby, That is, Edgar Lee Masters did,

And he said I was a sequel to Mitch Miller,

Which was adding insult to injury. Then last night he packed me up.

He put me in a suitcase

Together with a pair of pajamas

And a safety razor with a dull blade,

And a lot of foolish duds.

And this morning, when the Providence Arrived from Fall River,

He gave me over to a porter

Who put me into a taxi

That hadn't been cleaned in a week.

Then he forgot me—me being only a sequel

And unfinished at that.

There are 500 pages of me altogether,

All written out in hand,

So you can see what a boob he was

To leave me lying under the seat like this.



## English Book-Trade News

(From Our London Correspondent) ..

In the July 10 issue of the PUBLISHERS' WEEKLY in the note dealing with Canon Deane's speech which he made at the annual meeting of the Authors' Society, it was stated that owing to the increased costs of production "Contributors to the *Quarterly Review* would no longer be paid." This was a mistake. The statement was based upon a report which had been printed in the London press, and we are sorry it crept into the paragraph under our "English Book-trade News." What Canon Deane actually said was "Contributors to the *Church Quarterly Review* would no longer be paid as a result of the difficulties of production consequent upon the increasing printing, binding and paper charges.

When we examine the charges which journals of all kinds have to face nowadays, it is nothing less than remarkable that they are able to maintain their payments to contributors. Of course, the way out, in many cases, has been the increasing of the advertising rates and the price of the paper. Sometimes these things have worked against the journal's interests, and before long, it is found necessary to state the whole facts of the editorial perplexities, and with dignity and regret, cease publication. This happens frequently. The other day, much to the regret of everyone, *The Book Monthly* had to drop out. This happening left us all with a real, heartfelt pain, for we had not only come to regard that olive-colored journal as part and parcel of our literary life, but we had come to have an affection for its editor, James Milne. Nobody knew more about things literary in London than he; no one sensed the life better; and we doubt if any Londoner knew more about American bookmen and publishers.

Since the war came upon us, we have lost many whom we loved, and things which we cherished; ideals have been strained and mental adjustments made. It is truly a *via dolorosa*. The jolts have been many and there is a very real nakedness in and around us. But, thank Heaven, we have kept some friends and tho *The Book Monthly* is no longer with us, the heart and mind of its editor are always at the command of those who need help and direction. For this we are grateful.

And while talking about the perplexities of the literary life, we are reminded of a frank but kindly series of leading notes which appear in that very high grade literary journal *Today* which Holbrook Jackson so ably edits. Mr. Jackson says: Owing to the continued increases in the cost of paper and printing, it has been decided to issue *Today* quarterly until further notice. The war of armies has been succeeded by a war of prices. Many casualties in the publishing world are reported—there are more to come. Such high prices as now hold are a menace to literature. Education and the spread of knowledge, to say nothing of the pleasures of reading, are thus

imperilled. Soon we shall be living in a world in which the only publications will be popular newspapers and tradesmen's circulars."

The matter is urgent and almost desperate. How are we to meet it? There's the rub. We cannot go on publishing books and magazines at below cost. Unfortunately, when we put on a price which is commensurate with the cost of manufacture, down drop the sales. Which means there is a lot of education to be done to make the people understand that good reading is as essential as ice, as bread, as clothes. It soothes, feeds, and keeps our minds warm. It is going to be very hard work and it's going to make some of us bald and grey in the doing. But it has got to be done.

## Another Influence for Wider Book Reading

The change recently made in the policy of the Chautauqua Literary and Scientific Circle, which has done such notable work in educational circles since its establishment in 1878, will add another healthful influence to the general increase in the interest of books.

It has been decided that the regular reading course should now be understood to be the nucleus or core of reading by the students and that the Circle should stand as energetically as possible for the fullest possible expansion of its students' reading in all directions. An effort in this direction has been shown in the book section which has been added to the *Chautauqua Daily* by Mr. Teall and which will continue in the *Chautauqua Weekly* to co-operate with the bookstore there and to urge the book reading habit among the thousands of readers.

The Chautauqua Literary and Scientific Circle is perhaps less understood than the better known work of the summer schools and speaking platforms, but it has grown to an importance that is recognized by all publishers. It now requires 6,500 copies of a book which shall be adopted for a year's reading. The plan provides that each new student shall in his four years cycle of reading have a Classical Year, a Modern European Year, a British Year and an American Year. The coming season is the Modern European Year, and the four books, namely: Davis' "History of France," Katharine Lee Bates' "Spanish Highways and Byways," Zimmern's "New Italy" and Slosson's "Creative Chemistry," have now been adopted, the price being \$8.00 for the four books, a year's subscription to the *Independent* and the *Round Table*, a literary magazine of their own editing.

Circles for the study of these books are scattered thruout the country and in foreign lands, as well. Their motto is "Education ends only with life," and the slogan is "Don't read at random."

The broadening policies now being adopted should have an influence far beyond the actual number of subscribers, as each book is often read by several people.



### Are There Any American Critics?

"That very brilliant writer, Henry W. Nevins, has just returned from a visit to the United States," says Clement K. Shorter in the *London Sphere*. "He tells us that 'there is very little criticism in the States. In literature there is hardly any. . . . They appear to recognize no difference between the extraordinary and the commonplace.' I was greatly amused the other day when meeting one of our young intellectuals who contemplated a visit to the States in that this enthusiast anticipated a great time with the American critics, and was quite unconvinced when I asserted that there were no American critics.

"Curiously enough there is quite an army of really good writers, there are good novelists, and there are good poets; and among the poets I never tire of commending two who are little known in England—Edwin Arlington Robinson and Carl Sandburg. There are also great historians and very fine students of literature who write monographs and enter into very strenuous research at the various universities—at Harvard, Yale, and so on—but the bulk of the criticism in the newspapers is mere reporting. There is no sense of literary values.

"As Mr. Nevins says, they recognise in America no difference between the extraordinary and the commonplace. They follow England blindly, and accept just the authors who are accepted over here, and, of course, give them a hundred times more circulation. The only two writers of real critical judgment whom I found in American journalism were Paul Elmer More, whose 'Shelburne Essays' have been printed in a number of volumes, and Miss Amy Lowell, whose two critical books show a very keen intelligence and much vision. The space given in some of the American newspapers to quite commonplace books is wonderful. It is amazing that so many books should be sold in the United States, because we can arrive at the contents of half of them through the elaborate reviews furnished in certain journals—but then, these reviews do not imply any real principle of criticism."

A recent number of the *Freeman* offers one explanation of the dearth, which our English neighbours notice.

"What with publishers issuing books by reviewers whose goodwill they cultivate; critics writing of books by editors to whose pages they contribute; publishers' readers serving as literary editors and poets reviewing each other's verses and including each other in a Niagara of anthologies, one is led to demand a birth-certificate and police *visa* as evidence of the disinterestedness and good faith of literary critics. London has its cliques, its prejudiced, jealous and vengeful reviewers, Heaven knows, but the magnitude of the writing world of which it is the center serves to reduce the baleful effect of its log-rolling in Fleet Street. But literature in America is too puny an infant not to be

harmed by the insidious you-tickle-me-and-I'll-tickle-you school of criticism that waxes about us. Book reviews that should be high-minded and remote from petty considerations are often the product of such intrigue and scheming as would be beneath a New York alderman, and these critiques are devoured unsuspectingly by many readers hungry for cultural guidance, but ignorant of the ward-politics of Grub Street.

"It is not enough for critics to discriminate. The public, unfortunately, must discriminate among the critics; and when one finds those who 'are occupied seriously in life itself and the object of it,' one can well afford to ignore the fact that they happen to be cousins of the editor, because that fact will not affect their integrity. The achievement of the critic as creator may already be discerned in some of the American literature, both of the ephemeral and the more permanent type, of the last few years; the signs of promise in our books and magazines are traceable to our four or five constructive commentators on letters, as directly as their majority-quality is traceable to the men to whom criticism is a business rather than a calling."

### High Binding Prices In England

The present conditions in the English paper and printing market are well pictured in the report of a London correspondent of the *American Printer*:

Orders for early delivery on paper are not being accepted as such at the mills; they are merely placed on the waiting list to take their turn in due course. All classes of paper are in demand but the supply is extremely short. One of the largest firms in the London paper trade expresses its opinion that even ordinary "news" may reach one shilling per pound in the near future.

Not only the printer, but the bookbinder also, is feeling the great increase in costs of production. All his materials have gone and are going up—leather, bookcloth, imitations, glue, thread and wire have all increased enormously in price, in some cases being as much as 400 per cent above pre-war rates. Combined with the inflated wages bill, the outgoings of a bookbinding establishment are very heavy and consequently a great rise in price has to be borne by publishers and others who have binding that must be done. In edition work, which before the war was executed at rates sometimes as low as fourpence per volume, the increase is most marked, and a shilling (25 cents) or eighteenpence (36 cents) is now asked for similar work.

One new novel now in course of preparation has cost just over five shillings sixpence per copy to produce, without even the establishment costs being taken into consideration. This book will be sold to the retail trade at nine shillings per copy and will cost the purchasing public at least twelve shillings or more. Of course sales fall off.

## An Uncorrected Galley

### DEDICATIONS

The Association of Dancing Masters, at their recent annual convention, announced a new dance to be known as "The Wesleyan" in the hope that it would receive the approval of those strait-laced religionists who are shocked at the modern developments in the Terpsichorean movements. There is a suggestion here for the publisher of the next book of questionable moral tendency to be equally diplomatic and dedicate it to—say, John S. Sumner of the Society for the Suppression of Vice.

### THE STERN AND ROCKBOUND COAST

Not since the days of the imaginative Felicia Hemans, who added a stern and rock-bound coast to the sandy shores of Provincetown (or Plymouth), have we learned so much about our Pilgrim fathers as in this year of concentrated research. Now, according to the very latest information, we must reconstruct our ideas and imagine our ancestors arriving in palm beach suits and garden hats, since the New York *Evening Post* on August 27, has this headline, "Pilgrims Landed on Cape 300 Years Ago Today."

### ON RECOMMENDING BOOKS

Tom Masson in *The Outlook* has something to say on the recommending of books and submits this formula for the use of those who are pestered more or less for critical opinion:

"It may not be out of place here, to give a list of phrases to be used by timid people when recommending books to inquiring friends:

"It is a good book, but I am bound to say that the reading of it depends upon your mood."

"You couldn't do better—that is, if your only object is to pass the time."

"Everybody is reading it. But that may not mean anything to you."

"In case you don't like it, please don't blame me."

If your friend is a chronic borrower, however, and you purposely wish to insult him, the following defensive phrases may be used as occasion warrants. But upon all other occasions they should be carefully avoided:

"I couldn't afford to spend the time reading it. But it's just the book for you!"

"It's badly written, but a good story. I'm sure you will like it."

"There's nothing to it—but you may get a lot out of it."

"It's a fascinating book for an idle hour—if you know how to skip. It ought to amuse you for a couple of days."

"You certainly ought to read it; it will give you an entirely new point of view."

"It will give you something new to talk about."

## English Publisher Approves Co-operative Advertising

Grant Richards, the well known English publisher, has taken up in an article in the London *Times* of July 29th the suggestion of co-operative advertising in a way that ought to give that discussion a considerable headway in England. His comments will be particularly interesting to the American book-trade, now that such a plan is under active progress here.

"One is told that there is a slump in book-selling. I have a suggestion to make. There is a Publishers' Association. It must by now have considerable resources. There are also now several publishers who, altho not members of the Association, might co-operate. My idea is an advertising campaign having books in general as its subject. I do believe that only a small fraction of the public knows how attractive books are, either to read or as decoration, or simply as furniture. I think that even of this small fraction many people are shy of visiting bookshops, never having made the experiment and being entirely ignorant of the machinery by which books that are out of stock can be quickly procured. Such a campaign should plan to spend some thousands of pounds, and the very best talent should be employed in drawing up the advertisements. Read books! Buy books! Explain about books. Point out that a book is very much cheaper than a theater ticket, and that it conditions no extra expenses—no omnibuses, no cabs, no dinners beforehand, no teas afterwards. Why, if a man sets out from Wimbledon to take his wife to the play he will very likely have no change out of four pounds, whereas if he buys the new Conrad, or Mr. Oldmeadow's 'Coggin' or Laurence Cowen's 'Sinners' he will have provided both her and himself with more than the regulation two and a-half hours' distraction—and, afterwards, will have quite a nice piece of decoration for his guest-room! The campaign should be educational in its aim. It should advertise no special books, but books in general. Its object should be to inculcate the habit of buying books. The sherry shippers did this before the war, and the metal bedstead makers, and the currant importers. Why shouldn't books be treated in the same way? It is essential, however, that the campaign should be planned out at once and in no half-hearted manner. The Bookselling Associations should be asked to co-operate."

### Book Prices Current

The new Decadal Index of "Book Prices Current" is promised for immediate delivery by Elliot Stock says the *Publishers' Circular*. This is the third of these ten year summaries of Book Auction Sales, and forms an indispensable aid for the comparison of prices during the period covered.



## *The Author of Juveniles and His Publisher*

Stimulated by some of the recent publicity of the American Library Association, a well-known author of boys' books wrote to his publicity manager some comments on the usual way that a publisher handles his selling of children's literature. As with many authors, there was in his mind the feeling that there was an enormous potential public for books that the publisher could arouse with a magic touch of publicity. It is presumed that this publicity would be pursued regardless of expense. The sale of juvenile books is, to his mind, a tardy development in publishing fields.

"Usually publishers make a sort of side-issue out of their juveniles. They have no real juvenile departments, no real juvenile salesmen, who make a specialty of selling their juveniles, no head of a juvenile department, who makes it his business to see that the firm's salesmen sell their juveniles or give him reasons for their non-sales. In my experiences, the average salesman that handles juveniles, has not even read the books that he is attempting to sell, cannot talk intelligently about them, cannot present their strong points to prospective buyers, cannot tell just why this book should have an especially good sale with their buyers. What would be thought of an automobile agent who did not know his machine? Who only knew its name and had a sort of general description of it that would apply equally well to hundreds of other automobiles? He would not last a month in any automobile agency unless he got busy and learned how to make people want the particular machine that he was selling. Get after the publishers of books.

"There are millions of boys and girls in the U. S. A.; but out of these millions only a few thousand ever buy, ever see, ever hear of a juvenile book. The great bulk of this vast field is absolutely uncultivated by the publishers. Why? Heaven knows, possibly. I don't. The result is that few writers of juveniles stick. A few royalty statements from his publishers are sufficient to show him that he cannot live and write juveniles. The greater his ability, the sooner he sees the light, sees that man cannot live by writing juveniles alone."

## *Consumer Not Getting Benefit From Price Reductions*

In a discussion of business conditions the American Exchange National Bank has this to say of the trend:

"Reports are conflicting, but it seems clear that only a few trades are suffering depression. Those most affected are the silk, woolen and leather trades, in each of which there is a surplus of supplies and a subnormal demand. The automobile industry has been affected to

some extent, especially the tire industry. So-called 'essential industries' seemed to suffer more than any of the others, so far as the number of men employed indicates their position, but increased production is reported in a number of industries in which the number of employees has been reduced. Voluntary economy has been practiced, as the trend of prices clearly indicates, tho it is complained that the ultimate consumer is not getting the benefit of the price reductions, the small retailer showing a disposition to hold his prices at the old levels, notwithstanding his ability to buy much lower. Most trades predict higher prices in the Fall. According to the reports from these sources, the shelves of the merchants in many instances are bare of goods, and it is asserted that when the demand that follows the harvest develops the rush for goods will force a sharp advance."

## *Typical Dry Goods Economist Book Department "Ad"*

*The Leading Publishers of America Have Combined to Show Merchants the Way to Success in Book Dealing.*

Everybody reads. Books are the bulwark of civilization. The demand for them is tremendous.

Your field embraces every person in the community. And not the least important point for consideration is that a book sold *sells others to the same customer*, to that person's friends, and to every link in the chain.

In the past all department stores have not engaged in the book business. They did not have the confidence of closeness to the subject. Not in touch with books, they were unwilling to start a department, tho they understood a well directed book section would pay generous profits.

But now all reasons for holding back have been removed. You can go ahead with your book department, certain of having for counsel, for faithful and friendly assistance, the grouped power of the leading book publishers in the United States. Each of these publishers in his own way has made a study of retail book conditions. All of them are supplying existing department store bookshops with money-making stock and methods.

Now, united in a drive to carry the wisdom and romance of books to every possible department store customer, these publishers, acting thru their representative, The Baker & Taylor Company, are prepared to furnish book department layouts, to compile stock lists, according to the individual needs of a store, to outline selling campaigns, to furnish statistics, and to contribute in every practical way to the permanent success of the department.

Get your book department started or put your present book department on an even sounder money-making basis by writing to The Baker & Taylor Company, 354 Fourth Avenue, New York City, for detailed information. Your best interests will not admit any delay in writing.



## English Novelist Calls for Renaissance of the Bookstore

A writer who describes himself as a successful novelist, with large contracts in many directions, has written to the *London Daily Mail* on the subject of book sales and their possible increase. He suggests as remedies that a more careful study by authors and publishers be put into what constitutes the best press publicity, but puts his chief emphasis and main hope on the revival of the old-fashioned bookseller.

In his emphasis on the importance of the bookseller in book distribution, he is at one with the trend of discussion going forward in this country. In his suggestion that we must revert to the book-shop type of fifty years ago he is perhaps taking a different turn. In America it is hoped that the bookstore of to-morrow may be an even better and more efficient thing than the bookstore of the past.

"I am a writer of books. One volume is appearing this week; on Saturday, I passed the proofs of a second to be published in September. The first book has already been issued in New York and Toronto, and two Continental translations are under way. The second will appear simultaneously in London, New York and Toronto, and the first estimate for sales of the American edition runs into tens of thousands. I mention these facts to show that I am not an amateur at the game. I find myself confronted, so far as my English editions are concerned, with a new and serious problem. Never has it been so difficult to secure publicity for new books in this country as to-day. Paid advertising has become tremendously expensive. Free publicity—paragraphs and reviews—has been cut by the daily Press to a minimum. But unless people know that I have written a book they cannot buy it. How are they to know? Were I to write a "curtain raiser" for a West End theater, it would be paragraphed ahead in papers of all kinds. It would be noticed more or less fully in every London and most provincial journals on the day after its appearance. It would be advertised daily in at least twelve papers and would be placarded on three hundred bill boards. You would know of it because you could not help knowing of it.

"But when the author brings out a book he is fortunate if a score of advance paragraphs appear in the London press. Reviews appear some time, any time, or never. Publishers cannot afford to advertise as the theaters advertise. Their possible market, save in exceptional cases and for special classes of books, is too small and the margin of profit too narrow. Any firm that tried it would bankrupt itself. What are the remedies? First, authors and publishers have to study more carefully the means of Press publicity. They must recognize that the author *qua* author is of no earthly interest to readers. It is of no more distinction to have

written a book than it is to have cultivated a potato patch. Press publicity has to be sought as, shall I say, politicians seek publicity, by other means. Our main hope lies, I believe, in the revival of the old-fashioned bookseller. We must make the book-shop of to-morrow like the book-shop of fifty years ago, a real center of book lovers; and the bookseller must become, not merely the man who hands out books, but also the creator of trade. This means, first, that the booksellers must have a bigger margin of profit than before the war. This has already been given them. Discounts on net books now come to twenty-five per cent or more. Next, publishers must have live Intelligence Departments, which will supply the booksellers with publicity and give them opportunity of learning something about the books they handle. Authors are not, despite the rising price of paper, engaged in a dying industry. But if they are to keep their hold and sell their books, publicity they must have."

## Announcements for the Bookman

As a stimulus to book buying and general interest in the field of book publishing, the *Bookman*, with its present wide circulation, has such an important influence that booksellers watch its plans with interest and have always taken special notice of its discussions.

The announcement which brings word of the appointment of Henry Litchfield West as editor calls attention to a very promising article entitled "A Plea for More Reading" by Grant M. Overton. Mr. Overton was the energetic director of the New York *Sun Literary Supplement*, and his article is going to point out the tendencies that are making publishing and bookselling a more live profession at present. Another interesting article promised in the announcement will be a study of Meredith Nicholson by Russell E. Smith with the rather catchy title, "The Play Boy of the Wabash." The fall books are to be surveyed by William Rose Benét under the heading "New Books, New Authors and New Ideas." It is the fact that there are so many new ideas coming forward in the new books that makes it certain that the public will be crowding to the bookstores this fall.

## An Aquatic Caravan

Christopher Morley is so pleased with the success of his "Caravan on Wheels," that he now proposes that an old schooner be fitted up as a floating bookshop, to cruise along the coast selling books at the various ports.

The *Athenæum* tells us that some of the French publishers are now making a practice of turning the whole of the first edition of a book into an *édition de luxe*, so that only the second edition gets on to the ordinary market.



GEORGE H. GRUBB

### ***George H. Grubb is Coming to America***

We learn with pleasure that George H. Grubb is sailing from Liverpool on September 8, by the White Star SS. "Mobile," so that he will very soon be in New York. Mr. Grubb has spent all his business life with the London office of G. P. Putnam's Sons, and is now one of the firm's directors and representative of the New York house. In his work, he has always done much to strengthen the bonds between England and America, and the growth of a closer union between the two peoples. He has taken an active part in trade movements, and is treasurer of the London Branch of the National Book Trade Provident Society and of that very helpful enterprise "The Odd Volume." He has done much valuable work as the chairman of the publications committee of the American Chamber of Commerce in London.

Many grateful American soldiers know Mr. Grubb thru his effective work for the American Library Association during the war. From the very beginning of the work of the American Y. M. C. A. Library Service in London, Mr. Grubb acted as one of the mainstays in this library service work, first in the capacity

of honorary secretary and adviser, and, on being released for the work by his firm, he became the active Library Service Secretary, giving his whole time and energy to the undertaking.

### ***Rand, McNally & Co. Begin an Unusual Advertising Campaign***

The book-trade has been very much interested to see in the advertising pages of current magazines of the past three months the beginnings of a wide campaign on the part of Rand, McNally & Company to take full advantage of the great reputation of their house in the field of map making, at a time when everyone is turning to maps and atlases with new interest. On the front advertising page of "Printers' Ink," N. W. Ayer & Son, the advertising agency tells us that "they have taken this interesting contract" and goes on to say "that for more than fifty years the name of Rand, McNally has been synonymous with maps. From a humble beginning the business has become the best in the world. As the business has grown in size, so, too, it has grown in scope. To-day, Rand, McNally makes every conceivable kind of map for every conceivable purpose. It is our privilege to assist in making the name of Rand, McNally even better known."

The advertisements in preparation are going to appear in a group of magazines including: *The Literary Digest*; *World's Work*; *Review of Reviews*; *System*; *The American Magazine*; *Printers' Ink*; *Advertising and Selling*; *Bankers' Monthly*.

The copy, as it appears, shows that the plan is to emphasize continually the substantial place of the Rand, McNally Company as an American institution and, in each issue, to play up some particular product. This campaign has now been three months in progress and during the fall will take on increasing activity. The June copy took for its special emphasis "pocket maps" as being suitable for the time when people were turning their thoughts to vacation trips. The July copy took up their "auto trails" a timely suggestion for the tourist. In August it was the well known Black & White Series of Pocket Maps.

The September copy just appearing exploits the New Commercial Atlas; October, according to the announcement, is to emphasize school maps and wall maps; November copy will take up their map tack system; and December the juveniles and again the Commercial Atlas will be featured.

Besides the campaign magazines, in September there are to appear display ads of 27 inches of space in the *New York Times* and the *Chicago Tribune* twice a month for the fall season. Such a fully developed and carefully planned campaign will be well worth watching for its effect on retail demand and for what can be done to stimulate new purchasers.



## AMONG THE PUBLISHERS

ZONA GALE's new novel, "Miss Lulu Bett," (Appleton) has gone into its fourth large edition.

AN important philosophical book has come from Henry Holt, this week, "Mind Energy" by Henri Bergson.

"THE WATER taken out of the high cost of living" is the phrase of one enthusiast, writing about the process so well described in Mrs. A. Louise Andrea's book, "Dehydrating Foods" (The Cornhill Company).

CHARLES F. HIGHAM whose "Looking Forward" Alfred A. Knopf has just published, is London's leading advertising agent. He is paid more money per month than any other writer of any kind in Europe.

ROMANCES sometimes occur in the very households of authors as well as in the pages of their novels, apparently, for we learn of the recent wedding of Geraldine, only child of E. Phillips Oppenheim, whose new novel, "The Devil's Paw" was published by Little, Brown this week.

MARGARET DELAND's new book, of whose advent we have heard rumors from time to time, will appear late in September. As it is to be called "An Old Chester Secret," (Harper) we hope to meet in its pages Dr. Lavendar, Dr. Willie King and other cherished favorites.

MACMILLAN announces for fall publiacton a book by John G. Niehardt, which gives in prose the background of his epic cycle of the West. Mr. Niehardt, it will be remembered, was awarded the annual prize of \$500 by the Poetry Society of America, for his "Song of Three Friends."

AMONG the standard volumes being reprinted by D. Appleton and Company this week are the Roslyn Edition of "The Poems of William Cullen Bryant," "The Cruise of the Cachalot" by F. T. Bullen, Belle Moses' delightful biography of Louisa May Alcott, Frank L. Stanton's book of Southern verse, "Songs of the Soil," and Laura E. Richard's "Life of Abigail Adams."

"HEART OF HEMLOCK," a new novel just issued by Bobbs-Merrill, should prove particularly interesting to all newspaper publishers as the white paper shortage is its theme. Clay Perry, the author, who is, by the way, a cousin of Governor Coolidge, the Republican candidate for Vice-president, knows from experience the paper industry from the logging camps thru the pulp mills to the finished product.

BASIL KING has a new novel out this fall, called "A Thread of Flame," published by Harper.

E. V. LUCAS, beloved biographer of Charles Lamb and author of many delightful travel books, novels and volumes of essays has made a happy selection of some of his favorite papers in "Adventures and Enthusiasms" (Doran).

THREE notable recent additions to the Grosset and Dunlap reprints are Booth Tarkington's "The Magnificent Ambersons"; Joseph Hergeheimer's "The Three Black Pennys"; and "Victory" by Joseph Conrad.

THE thirteenth volume in the diverting history of the wonderful land of Oz, which L. Frank Baum has related for the delight of the very young, is called "Glinda of Oz" (Reilly and Lee).

GEORGE MIDDLETON, author of "Masks," etc. (Henry Holt and Company), entertained the staff of Henry Holt & Company at a theater party last week at the Longacre Theatre, New York. The play was "The Cave Girl," Guy Bolton and George Middleton's latest successful comedy.

"HIGH COMPANY" by Harry Lee is a book the publishers felt obliged to accept regardless of whether it paid or not. It is a very touching volume of poems, done very simply, heroic glimpses of the battle-front and gripping etchings of hospital scenes. (Stokes).

"LETTERS From the Kaiser to the Czar," published this week by Stokes, were copied from government archives in Moscow, and were unpublished before 1920, and are, therefore, wholly distinct from the "Willy-Nicky" correspondence published in 1917, which was composed of telegrams only.

IN RESPONSE to the increased interest in the Italian language and literature, quickened by the war, the Chicago University Press will publish *The University of Chicago Italian Series* edited by Ernest Hatch Wilkins. The first volume in the series, "First Italian Book" is now ready.

A NEW collection of the recent poetic work of Robert Nichols, "Aurelia and other Poems," is announced for early publication, probably at the end of this month, by E. P. Dutton & Co. Mr. Nichols is one of the most prominent of the younger English poets, The London *Athanaeum* welcomes this new volume as containing the best things he has yet written.



## CHANGES IN PRICE

### HARPER & BROTHERS

Peter Ibbetson, Du Maurier, from \$2.25 to \$2.50.  
 Young Alaskans, Hough, from \$1.60 to \$1.75.  
 Young Alaskans on the Trail, Hough, from \$1.60 to \$1.75.  
 Young Alaskans in the Rockies, Hough, from \$1.60 to \$1.75.  
 Young Alaskans in the Far North, Hough, from \$1.60 to \$1.75.

### CHARLES SCRIBNER'S SONS

Beard, Shelters, Shacks and Shanties, \$1.75.

## COMMUNICATIONS

### Co-operation

Aug. 20, 1920.

Editor, PUBLISHERS' WEEKLY:

In view of the recent organization of book publishers to promote bigger business, it will be interesting to see what co-operation their campaign will receive from the bookstores, in the way of good service, thru intelligent and well-paid help.

Without efficient and capably manned bookstores, the publishers' organization will create new business, a good deal of which will be driven away permanently, from everyone, wherever it is incompetently handled.

Publishers, more power to you, but do not spend all your money for advertising; save some of it for educational work among the bookstores and hammer it in, that they and yourselves must pull together. That you need them and they need you and that if you cannot co-operate, you will operate, in order to secure the benefits the organization will surely create.

Co-operation, the publishers and the book-sellers, or operation each for himself, which will it be? The final result lies with the bookstores, *now*.

Yours truly,

A. J. LINKOWSKI.

2 West 45th St., New York.

### Women's Clubs' Endorsement of Children's Book Week

The state presidents of the various branches of the Federation of Women's Clubs have each received a letter from the chairman of the library extension work, Miss Mary L. Titcomb, well known librarian of Hagerstown, Md. The letters suggest "that this movement can be materially aided by the women's clubs, and that a meeting might well be held by each club during the week of Nov. 15-20, devoted to the discussion of children's books. In almost every community it would be possible to find someone, the local librarian or some other person, who would be willing to direct the discussion."

There is no agency or organization which will be more interested than the mothers of

the country in this movement, and the co-operation of the General Federation will be an invaluable help in putting Children's Book Week on the best possible plane.

The various committees on the Book Week have been holding frequent conference with Miss Marion Humble, the executive secretary, who is installed at the new offices of the National Association of Book Publishers at 334 Fifth Ave. Miss Humble urges that book-sellers visiting New York should call at the office for conference on the possibilities in their communities.

### Leather Binding in France

The leather bindings of Paris have been famous for years and, on account of French books being published in paper covers, have been a more important part of booktrade activities there than in this country. The tremendous increase in the price of leathers and increases in wages have made the prices of today much higher than those of pre-war, but the present state of exchange takes a great deal of disadvantage of their increases away from American purchasers. This condition has been presented this month to the New York trade by Mlle. Marguerite Favre, who has been there representing La Reliure Française, of 12 Rue Auguste Chabrieres, Paris. Mlle. Favre has been soliciting orders for morocco bindings, these books to be sent from this country to France and then returned as completed. The settlement of the payment at present rates of exchange bringing the quoted prices down onto an apparently attractive basis. Mr. Emerey Neff of Fleming H. Revell, a friend of Mlle. Favre has been introducing her to the New York trade.

### Business Notes

HARTFORD, CONN., Edwin V. Mitchell is planning to open a book shop at 47 Lewis St. about September 15th. He was formerly professor in the law school of the University of South Dakota. With him will be associated Lewis H. Stedman for many years with G. F. Warfield & Co. of this city.

KANKAKEE, ILLS.—The Kankakee Bookstore has recently been purchased by the Lancaster Co.

NEW YORK CITY.—A new shop for Spanish books has been opened at 168 Madison Ave. corner of 33rd St., by José Juan Tabida & Co., with the sign of "Liberia de los Latinos."

NEW YORK CITY.—Ben J. Sweetland has been incorporated with a capital of \$50,000 to engage in advertising and bookselling. D. K. Ballou, C. J. Fleming and B. J. Sweetland, 95 Liberty street, are the organizers.

SANTA FE, N. M.—J. F. Collins has purchased the Weltmer-Burrows Drug Co.

## THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

*The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]*

*Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25cm.); D. (12mo: 20cm.); S. (16mo: 17½cm.); T. (24mo: 15cm.); Tt. (32mo: 12½cm.); Ff. 48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.*

**Adams, Capt. R. E. C.**

The modern Crusaders. 7+183 p. map front. pls. D N. Y., Dutton \$2 n.

Diary of an officer of the 231st Infantry Brigade, while engaged in the campaign against Senussi, distributed in the Western Desert of Egypt and the Oases from Sollum to Dakhla.

**Allan, P. B. M.**

The book-hunter at home. 6+391 p. D N. Y., Putnam \$3.75 n.

Partial contents: Adventures among books; The library; The care of books; A plea for specialism.

**Andrea, Mrs. A. Louise**

Dehydrating foods; fruits, vegetables, fish and meats; a new, easy, economical and superior method of preserving all kinds of food materials; with a complete line of good recipes for everyday use. 206 p. por. front. pls. tabs. D [c. '20] Bost., Cornhill Co. \$1.75 n.

**Atkeson, William O.**

From the Marais des Cygnes; a novel. 343 p. front. D [c. '20] Kansas City, Mo., Burton Pub. \$1.50 n.

An historical romance of Missouri.

**Aumonier, Stacy**

One after another. 273 p. D c. N. Y., Macmillan \$2.25 n.

A story showing how heredity influences the lives of two children.

**Bannerjee, D. N.**

India's nation builders. 234 p. por. front. O N. Y., Brentano's \$3.50 n.

Fifteen sketches of men who have promoted the cause of India's political emancipation.

**Bassett, Sara Ware**

The wall between; with front. by Norman Price. 304 p. D c. Bost., Little, Brown \$1.90 n.

Tale of a New Hampshire village.

**Bergson, Henri Louis**

Mind energy; lectures and essays; tr. by

H. Wilson Carr. 10+262 p. O c. N. Y., Holt \$2.50 n.

Lectures delivered at various times.

**Biss, Gerald**

The door of the unreal. 311 p. D c. N. Y., Putnam \$2 n.

Mystery story having to do with the old belief in lycanthropy.

**Bradford, Gamaliel**

A prophet of joy [verse]. 192 p. D c. Bost., Houghton Mifflin bds. \$1.50 n.

**Brush, Frederic**

Songs of the Susquehanna [verse]. 2d ed. 3+59 p. O [c. '14-'20] Portland, Me., Mosher bds. \$2 n. oxd.

Buckle, George Earle; in succession to W. F. Money Penny

The life of Benjamin Disraeli; Earl of Beaconsfield. v. 5; 1868-1876; with portraits and illustrations. 12+558 p. front. pls. O c. N. Y., Macmillan \$6 n.

The life of Benjamin Disraeli; Earl of Beaconsfield. v. 6; 1876-1881; with portraits and illustrations. [Index to the six volumes]. 712 p. front. pls. O c. N. Y., Macmillan \$6 n.

These volumes describe Disraeli's career until his death, and bring to a close the set which was begun by Money Penny, who died before its completion.

**Burrell, David DeForest**

Belligerent Peter. 242 p. D (Green fund book no. 24a) [c. '20] Phil., Am. Sunday-School Union \$1.25 n.

**Caine, William**

The strangeness of Noel Carlton. 302 p. D c. N. Y., Putnam \$2 n.

Adventures which ensued from the writing of a book.

**Balzac, Honoré de**

L'Amour masqué (A masked love); tr. into English by J. Alfred Burgan. various paging D [c. '20] Phil., George Barrie's Sons, 1313 Walnut St. pap.

**Braid, James, and Vardon, Harry**

How to play golf. 142 p. por. front. diagrs. pls. S (Spalding "Red Cover" ser. of athletic handbooks, no. 4R) N. Y., Am. Sports Pub. pap. 25 c.

**American Association for International Conciliation**

I. Documents concerning the accession of Switzerland to the League of Nations. II. The United States and the League of Nations: Reservations of the United States Senate of November, 1919, and March, 1920. various paging D (International Conciliation, No. 152) N. Y., Am. Assn. for Internat. Conciliation pap.



**Cardon, Léopold**

L'oncle Sam en France; lecture, conversation, composition; il. by Joseph Franké. 8+208 p. S [c. '20] N. Y., Holt 96 c.

**Carpenter, J. Harold**

Fairy grammar. 115 p. il. D [c. '20] N. Y., Dutton \$1.25 n.

**Case, William Carl**

The nestors; a story of homesteading in the Southwest. 312 p. D [c. '20] Kansas City, Mo., Burton Pub. \$1.50 n.

Romance of the passing of the last frontier.

**Caswell, John**

Sporting rifles and rifle shooting. 18+283 p. por. front. il. pls. tabs. O c. N. Y., Appleton \$4 n.

Manual of sporting rifles and of hunting big game.

**Clark, Harlow C.**

Service at cost plans; an identical analysis of statutes, ordinances, agreements and commission orders in effect, or proposed, together with a discussion of the essentials of local transportation franchises. 315 p. T [c. '20] N. Y., Am. Electric Railway Assn., 8 W. 40th St. \$2.50

**Cocheu, Theodore**

Pirates of finance; a plain story for plain people. 72 p. il. D Brooklyn, N. Y. [Author], 143 Penn St. \$1

**Cody, Hiram Alfred**

Glen of the high north. 8+288 p. D [c. '20] N. Y., Doran \$1.90 n.

Story of the Canadian Northwest and the Alaskan gold fields.

**Crownfield, Gertrude**

Princess White Flame; il. by Anne Merri-man Peck. 229 p. O [c. '20] N. Y., Dutton \$2 n.

**Delbridge, Charles Lomax**

Delbridge 6 per cent interest book and with time maturity table. 80 p. D c. St. Louis, Mo., Delbridge Co., 206 Walnut St. \$2.50

**De Mone, Millicent Peppard**

The little world; a hospital romance. 269 p. D [c. '20] Kansas City, Mo., Burton Pub. \$1.50 n.

**Dock, Lavinia L., and Stewart, Isabel Maitland**

A short history of nursing; from the earliest times to the present day. 6+392 p. O c. N. Y., Putnam \$3.50 n.

A condensation of the four volumes of the larger "History of Nursing," prepared by Miss Dock in collaboration with Miss Nutting.

**Duruy, Victor**

A history of France; tr. by M. Cary; with an introduction and continuation by J. Franklin Jameson; new edition, revised and continued to 1919 by Mabel S. C. Smith. 26+791 p. maps (fold.) O [c. '89-'20] N. Y., Crowell \$3.50 .

**Elzenga, Rev. Goffe**

Comfort for the suffering; tr. by Mrs. Anna Top Haan. 77 p. D Grand Rapids-Holland, Mich., Van Noord Bk. & Pub. 75 c.

**Felstead, Sidney Theodore**

German spies at bay; being an actual record of the German espionage in Great Britain during the years of 1914-1918; compiled from official sources. 6+288 p. por. front. pls. D N. Y., Brentano's \$2 n.

Story of every spy of importance who operated in England, telling the tale of secret inks and ciphers.

**Fish, Elmer Henry**

How to manage men; the principles of employing labor. 12+337 p. il. charts diagrs. O c. N. Y., Engineering Magazine Co. \$5

**Fleming, John Ambrose**

The thermionic valve and its developments in radio-telegraphy. 15+279 p. front. il. diagrs. O N. Y., Wireless Press \$5 n.

**Foch, Marshal Ferdinand**

Precepts and judgments; with a sketch of the military career of Marshal Foch by Major A. Grasset, of the French Service; tr. by Hilaire Belloc. 359 p. D N. Y., Holt \$4 n.

The gist of Marshal Foch's military principles in concise and handy form.

The principles of war; tr. by Hilaire Belloc; with twenty-three maps and other diagrams. [New ed.] 9+351 p. maps (fold. & in pocket) O N. Y., Holt \$7.50 n.

**Coming** (The) of truth; a pageant; prepared by Helen Patten Hanson. 8 p. music O c. N. Y. and Cin., Meth. Bk. Concern pap. 5 c.

**Coming** (The) of truth; Rally Day Service 1920; prepared by Helen Patten Hanson. 4 p. music O c. N. Y. and Cin., Meth. Bk. Concern pap. 5 c.

**Coye, John S.**

An investigation of the protective values of structural steel paints. 68 p. il. tabs. T (Iowa State Coll. of Agric. and Mechanic Arts, v. 17, no. 49) Ames, Iowa, Iowa State Coll. of Agriculture) gratis

**Danhof, H.**

De idee van het genadeverbond; referaat gehouden voor de Algemeene Predikanten-Conferentie to Grand Rapids, Michigan, 4 Juni, 1919. 42 p. O Grand Rapids-Holland, Mich., Van Noord Bk. & Pub. pap. 35 c.

**De Jong, Y. P., D.D.**

Medeërfgenenamen van Christus; vijf-en-twintig

Ieerredenen over Romeinen VIII. 368 p. O Grand Rapids-Holland, Mich., Van Noord Bk. & Pub. \$2

**De Vault, Samuel Henry**

The supply and distribution of Connecticut Valley cigar leaf tobacco, [written] under the direction of Alexander E. Cance. various paging pls. tabs. maps charts O (Bull. no. 193) [19] Amherst, Mass., Agricultural Experiment Sta. pap. gratis

**Evans, Billy**

How to umpire. 88 p. por. front. il. S (Spalding "Red Cover" ser. of athletic handbooks, no. 81 R) N. Y., Am. Sports Pub. pap. 25 c.

**Fisk, Harvey Edward**

English public finance; from the Revolution of 1688; with chapters on the Bank of England. (Limited ed.) 241 p. tabs. D (Bankers Trust Co. pubns.) c. N. Y., Bankers Trust Co., 16 Wall St. gratis



**Foulché-Delbosc, R., and Barrau-Dihigo, L.**  
Manuel de l'Hispanisant. tome 1. 23+534 p. O (The Hispanic Society of America) N. Y., Putnam \$2.50 n.

**Fyleman, Rose**  
Fairies and chimneys [verse]. 9+62 p. col. front. D [c. '20] N. Y., Doran \$1.25 n.

**Gallagher, Patrick**  
America's aims and Asia's aspirations; il. with photographs. 13+499 p. front. pls. maps O c. N. Y., Century \$3.50 n.  
Explains the many questions which have arisen in regard to the Far East and America, and why and how these things were accomplished in the Peace Conference.

**Gatlin, George**  
Rhymes of a tropic tramp. 85 p. D (Modern Am. Poetry) [c. '19] N. Y., J. T. White & Co., 70 5th Ave. \$1.25 n.

**Gilbert, George**  
Midnight of the ranges; with front. by George W. Gage. 302 p. D c. Bost., Little, Brown \$1.75 n.  
Romance of the life on the Texas plains.

**Glover, Julia Lestarjette**  
Hilda's sowing and harvest. 176 p. front. D [c. '20] Phil., Am. Sunday-School Union \$1.25 n.

**Grattan-Smith, T. E.**  
True blue; the adventures of Mel, Ned and Jim. 257 p. col. front. pls. D c. N. Y., Holt \$1.50 n.

**Greene, Marie A.**  
Little journeys into the heart of true things. 286 p. D [c. '20] Kansas City, Mo., Burton Pub. bds. \$1.50 n.  
Sex talks for children and adolescents.

**Gregory, Isabella Augusta Persse, Lady**  
The dragon; a wonder play in three acts. 133 p. D c. N. Y., Putnam \$1.75 n.  
A humorous play with a mixture of ancient and modern setting.

**Griffis, William Elliot**  
Swiss fairy tales. 5+260 p. col. pls. O [c. '20] N. Y., Crowell \$1.75 n.

**Grimke, Angelina W.**  
Rachel; a play in three acts. 96 p. D [c. '20] Bost., Cornhill Co. bds. \$1.25 n.

**Guild, Ellis B.**  
The science and philosophy of eugenics; a sure foundation upon which to build a pure and happy home; drawings by O. G.

**Foster, John B.**  
How to bat; correct position, grip, poise and swing, in word and diagram. 110 p. por. front. il. 3 (Spalding "Red Cover" ser. of athletic hand-books, no 80R) N. Y., Am. Sports Pub. pap. 25 c.  
How to punch the bag; including directions for exhibition bag punching. rev. and enl. ed. 91 p. pls. S (Spalding "Red Cover" ser. of athletic hand-books, no. 78R) N. Y., Am. Sports Pub. pap. 25 c.

Clarkson. 247 p. diagrs. D [c. '20] Kansas City, Mo., Burton Pub. \$2

**Haskins, Charles Homer, and Lord, Robert Howard**

Some problems of the peace conference. 307 p. O c. Cambridge, Mass., Harvard Univ. Press \$3 n.

Discussion of the territorial settlement of Europe at the Conference of Paris.

**Haslett, Harriet Holmes**

Impulses; stories touching the life of Sandy, in the city of St. Francis. 259 p. D [c. '20] Bost., Cornhill Co. \$1.75 n.

**Hauck, Louise Platt**

Missouri yesterdays; stories of the romantic days of Missouri. 207 p. D [c. '20] Kansas City, Mo., Burton Pub. \$1.50 n.

**Holt, Luther Emmett**

The care and feeding of children; a catechism for the use of mothers and children's nurses. Tenth ed., revised and enlarged. 12+229 p. tabs. charts S '20 c. '94-'20 N. Y., Appleton \$1.25 n.

**Horne, Herman Harrell**

Jesus, the master teacher. 11+212 p. front. pls. D c. N. Y., Assn. Press \$2 n.

Author is professor of the history of education and the history of philosophy, New York University.

**International (The) junior postage stamp album;** provides for a representative collection of the postage spaces for some 18,000 varieties from the earliest issues up to the time of publication, with separate descriptions of the varieties ordinarily found in most collections and numerous blank spaces for such rare stamps as may be acquired; suitable spaces are provided for portraits of Rulers of the World, merchant flags of the Nations, coats of arms of the World; fully illustrated; junior ed. no paging Q N. Y., Scott Stamp & Coin Co., 33 W. 44th St. \$2.50

**Jaarsma, C. R., and others**

Outline of sacred history for Christian instruction. 172 p. maps O c. Grand Rapids-Holland, Mich., Van Noord Book & Pub. Co. \$1.25 n.

**Johnson, Roy Ivan**

The fourth watch; a book of poems. 84 p. D [c. '20] Bost., Cornhill Co. bds. \$1.25 n.

**Indiana (The) mother's baby book;** a brief treatise for mothers upon pregnancy, preparation for and management of labor, the care of mother and child, and breast and bottle feeding. 2d ed. 83 p. front. il. S Indianapolis, Ind., State Bd. of Health. Free to Indiana mothers

**Inman, Samuel Guy**

Through Santo Domingo and Haiti; a cruise with the Marines; report of a visit to these Island Republics in the summer of 1919. 96 p. (6 p. bibl.) map front. D N. Y., Committee on Co-operation in Latin America, 1 Madison Ave. pap. 50 c.

**Kellog, Laura Cornelius (Wynnogene)**

Our democracy and the American Indian; a comprehensive presentation of the Indian situation as it is today. 152 p. por. front. D [c. '20] Kansas City, Mo., Burton Pub. \$2 n.  
First hand story of the Indian by an Indian who presents her side of the situation as it exists to-day.

**King, Basil i. e. William Benjamin Basil**

The thread of flame. 350 p. front. il. D [c. '20] N. Y., Harper \$2 n.  
Love story of the present time, having to do with a young man who did not know who he was.

**Kirby, Elizabeth**

The adorable dreamer. 283 p. D [c. '20] N. Y., Doran \$1.90 n.

Story of a temperamental girl and her checkered pursuit of truth and happiness.

**Knappen, Theodore Macfarlane**

Wings of war; an account of the important contribution of the United States to aircraft invention, engineering, development and production during the World War; with an introduction by Rear-Admiral D. W. Taylor, Chief Constructor, U.S.N.; with 43 illustrations. 15+289 p. front. pls. O c. N. Y., Putnam \$2.50 n.

Story of this branch of the American Service for students, the technician and non-technical enough for the general reader.

**Kosovo; heroic songs of the Serbs; tr.**

from the original by Helen Rootham; introd. by Maurice Baring. [verse] 98 p. front. D c. Bost., Houghton Mifflin bds. \$1.25 n.

**Lathrop, F. W.**

Farm crops laboratory manual and note book; 44 il. in the text. 118 p. charts diagrs. pls. O [c. '20] N. Y., Lippincott pap. \$1 n.

**Kuiper, Rev. R. B.**

While the Bridegroom tarries; ten after-the-war sermons on the signs of the times. 277 p. D Grand Rapids-Holland, Mich., Van Noord Bk. & Pub. \$1.25 n.

**Lee, Harry**

High company; sketches of courage and comradeship; with front. after the painting by Orlando Rouland. [verse] 180 p. D [c. '20] N. Y., Stokes bds. \$1.50 n.

Glimpses of the interior of an American Army Hospital, with descriptions of the wounded soldiers, which are done in free verse.

**Leonard, Nellie Mabel**

Uncle Squeaky's country store; il. by Carle Michel Boog. 87 p. col. front. pls. (col.) D

**Lanard, Col. Thomas S.**

Spectemur agendo; a history of the State Fencibles, 1913-1919; including all of the principal events from the centennial anniversary to the end of the world war. 15+224 p. pls. O c. Camden, N. J., I. F. Huntzinger Co., 119 Federal St. gratis

**McCaustland, Elmer James**

Water supply and sewage disposal for country houses. 36 p. tabs. plans O (Univ. of Missouri bull.

(The graymouse stories) [c. '20] N. Y., Crowell \$1 n.

**Levine, Isaac Don**

Letters from the Kaiser to the Czar; copied from Government archives in Moscow unpublished before 1920; private letters from the Kaiser to the Czar found in a chest after the Czar's execution and now in possession of the Soviet Government; copied and brought from Russia. 25+264 p. O [c. '20] N. Y., Stokes \$3 n.

**Longstreth, Thomas Morris**

Mac of Placid. 11+239 p. front. D c. N. Y., Century Co. \$1.90 n.

Love story of the Adirondacks in the years before it became familiar ground, and was known only to loggers, hunters and trappers. One of the characters is Robert Louis Stevenson, who is portrayed in his brightest mood.

**Lowndes, Marie Adelaide Belloc [Mrs. Frederic Sawrey-Lowndes]**

The lonely house. 313 p. D [c. '20] N. Y., Doran \$1.90 n.

Story set in and about Monte Carlo.

**Lucas, Edward Verrall**

Adventures and enthusiasms. 9+329 p. D [c. '20] N. Y., Doran \$2 n.

Short essays on various subjects, the latter part of the book being devoted to "In and About London."

**Macleod, Annie Louise**

Textbook of chemistry for nurses and students of home economics. 180 p. il. D N. Y., McGraw-Hill \$2.25 n.

Author is associate professor of chemistry, Vassar College.

**Mathews, Basil, and Bisseker, Harry**

Christian fellowship in thought and prayer. 111 p. D c. N. Y., E. S. Gorham \$1 n.

**Middleton, A. Safroni**

South sea foam; the romantic adventures of a modern Don Quixote in the Southern Seas. 20+350 p. O [c. '20] N. Y., Doran \$2.50 n.

Travels in and about Samoa.

**Moreton, David Penn**

Electric Motors, direct and alternating; principles, construction, operation and maintenance; a practical book for the practical man. 250 p. il. diagrs. S c. Chic., F. J. Drake \$1.75 n.

**Paddock, Clarence E., and Holton, Edward Ellsworth**

Vocational arithmetic. 10+232 p. il. D c. N. Y., Appleton \$2 n.

v. 21, no. 17; Engineering experiment station, ser. 21) Columbia, Mo., Univ. of Mo. pap.

Motion picture films of educational value in the possession of associations and commercial and manufacturing companies; [which will be loaned to schools, colleges, universities, chambers of commerce, women's clubs, and other organizations for temporary use]. 12 p. O (Dept. of Interior, bu. of education, extension leaflet no. 2) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

**Parker, Sir Gilbert i. e. Horatio Gilbert**

No defence; with il. by C. D. Williams. 347 p. pls. D [c. '20] Phil., Lippincott \$2 n.  
A story of love and adventure in Ireland and Jamaica in the period of the French Revolution.

**Perry, Stella George Stern [Mrs. George Hough Perry]**

Palmetto; the romance of a Louisiana girl. 6+400 p. D [c. '20] N. Y., Stokes \$1.90 n.

Love story with the scene laid in New Orleans and New York.

**Saliers, Earl A.**

Accounts in theory and practice-principles. 300 p. O N. Y., McGraw-Hill \$2.25 n.

Author is assistant professor of accounting, Sheffield Scientific School, Yale University.

**Savi, Ethel Winifred**

When the blood burns. 384 p. D c. N. Y., Putnam \$2 n.

A novel of Anglo-Indian life.

**Schlick, Moritz**

Space and time in contemporary physics; an introduction to the theory of relativity and gravitation; rendered into English by Henry L. Brose, with an introduction by F. A. Lindemann. 10+89 p. O N. Y., Oxford Univ. Press \$2.50 n.

**Sherman, Homer**

Brass tacks. 325 p. D [c. '20] Bost., Cornhill Co. \$1.75 n.

A story of boys and girls between fourteen and eighteen.

**Smallwood, William Martin; Reveley, Ida L., and Bailey, Guy A.**

Biology for high schools. 21+550 p. il. tabs. pls. diagrs. D [c. '20] Bost., Allyn and Bacon \$1.40 n.

**Smith, Hugh A., and Greenleaf, Jeanne H.**

A French reader; with phonetic transcriptions for first year students. 9+207 p. S [c. '20] N. Y., Holt \$1.20 n.

**Sterling, Frank Ward, ed.**

Marine engineer's handbook; prepared by a staff of 31 specialists. 1450 p. il. S N. Y., McGraw-Hill \$7 n.

Editor is Lieutenant Commander, U. S. N., Design Div., Bu. of Steam Engineering.

**Structural steel; comp. by R. A. Skelton and**

H. F. Bladen. 319 p. pls. tabs. plans charts diagrs. obl. D (Handbook no. 16) N. Y., Pitman \$3.85 n.

English standard and metric measurements.

**Townshend, Gladys Ethel Gwendolen, Marchioness**

The widening circle; a chronicle. 292 p. D c. N. Y., Appleton \$2 n.

**Tracy, Louis**

The Sirdar's sabre; being for the most part the adventures of Sirdar Bahadur Mohammed Khan. 8+319 p. D [c. '04-'20] N. Y., Clode \$1.90

Story of India.

**Tweeddale, Charles L.**

Man's survival after death; or, the other side of life in the light of Scripture, human experience, and modern research. 582 p. D N. Y., Dutton \$6 n.

**Tweeddale, Mrs. Violet Chambers**

The beautiful Mrs. Davenant; a novel of love and mystery. 5+312 p. D [c. '20] N. Y., Stokes \$1.75 n.

**Vane, Derek**

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**Wells, Carolyn [Mrs. Hadwin Houghton]**

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**Wells, Percy A.**

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Suggestions for the planning of a suburban home; showing photographs of interiors and plans for arrangement for those of moderate means.

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**Williams-Ellis, Clough**

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**Witham, G. S., sr.**

Modern pulp and paper making; a practical treatise. 599 p. por. front. tabs. charts plans (part fold.) O c. N. Y., The Chemical Co., 1 Madison Ave. \$6 n.

Practical work on the manufacture of pulp and paper, almost non-technical in nature.

**Woolf, Virginia**

Night and day. 508 p. D [c. '20] N. Y., Doran \$2.25 n.

Novel of character study in a London setting. Analyzes the love emotions of the practically inclined granddaughter of a famous poet as well as those of a group of intellectuals, her friends.

**Wyckoff, Alice Forman**

They also serve; heroes by the home fires. 188 p. D (Green fund book no. 24b) [c. '20] Phil., Am. Sunday-School Union \$1.25 n.



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On September 3, the Walpole Galleries sold a miscellaneous collection of books consisting of several consignments. The rarer items included Herndon's "Life of Lincoln," 1889, first edition; Franklin's "Electrical Experiments," 1751, first edition; and Harris's "Tour to Ohio, 1805."

A great revival in book binding is reported in England. Quite in accordance with the times it is the more expensive bindings that are in demand principally for London and American collectors, who are reported to be satisfied only with the finest work.

"European autographs," says Walter R. Benjamin, the well known autograph dealer of this city, "owing to the rates of exchange are being brought over in large quantities and it is probable that there will be a heavy fall in their value."

It is now claimed by an English collector in the *Dickensian* that the first edition of Dickens' "Uncommercial Traveller" was printed by Bernard Tauchnitz in 1860 a year before it was published by Chapman & Hall in London, which is generally supposed to have been the first edition.

Among the new accessions to stock in Charles Sessler's bookshop, in Philadelphia, is a notable collection of letters written by Charles Lamb to his friend, the poet Coleridge. The letters cover a period of twenty-five years and are filled with personal and literary matters of absorbing interest.

Charles E. Goodspeed, of Boston, has undertaken the publication of a series of art monographs to be edited by Louis B. Holman which promises to be indispensable to collectors of etchings. The initial number treats of Arthur William Heintzelman's etchings, giving many reproductions, the title, date of execution, size, number of impressions and the location of copies in museums or collections. Subsequent numbers already in preparation will deal with Gallagher's etchings of Boston and Hornby's etchings of the Great War.

A plan is being formulated for the holding of an international stamp exhibition on an important scale in London in 1923. It will then be eleven years since the last public exhibition of this kind was seen in London, the jubilee of the stamp collector's cult having been celebrated by an international stamp exhibition at the Horticultural Hall in October 1912.

The high prices which Elizabethan rarities have been bringing in England is raising the question among some of the smaller English libraries as to whether the value of such rarities would not be more helpful if turned

## RARE BOOKS, AUTOGRAPHS AND PRINTS

into cash and used for the purchase of modern reference books which are much needed. There seem, however, to be general objections to the idea. The *Manchester Guardian* says the scheme needs a "sober second thought." The London *Mercury* objects holding that a "public library receives its books in trust, not only for future members of its own corporation, but also for learning generally."

Among rare Vermont items in the sale by Heartman, September 10, at Rutland, Vt., is a copy of the first book printed in Vermont, Eden Burrough's "A Sincere Regard to Righteousness and Piety, the sole Measure of a True Principle of Honor and Patriotism," a sermon preached before the Governor, his Council and the Legislature, October 8, 1778. The sermon was published by J. P. & A. Spooner at Dresden, and it is believed that it was printed on the famous Daye press brought from England in 1638 and used in printing the "Bay Psalm Book." This press is now owned by the Vermont Historical Society and may be seen at Montpelier.

William Roberts gives some interesting details in the London *Times* in regard to the manuscript of Pope's "Essay on Man" recently sold for \$5,500, in Philadelphia, by Stan V. Henkels, and other rare Pope items. Mr. Roberts says the manuscript of the "Essay on Man" was sold at the Samuels sale at Sotheby's in July, 1907, when it realized the very high sum of £805. The lot as it then stood included a number of other things, as, for instance, a copy of the first edition of Epistle 4, with the variations from Pope's original manuscript copied and collated by Richardson for Pope's edition of 1735. One of the most interesting copies of the "Essay on Man" is that with the four parts, with Pope's manuscript corrections in the first part; this realized £190 at the Ford sale in May, 1902. Another interesting volume is the fine uncut copy of "The Dunciad," 1728, which brought £75 at Colonel Grant's sale in 1902, with the autograph of Jonathan Richardson on the title and numerous additions and alterations said to be taken from the author's own copy. The history of Pope's manuscripts would be worth tracing. The library of the Richardsons was sold by Baker & Leigh in 1772, after the death of the younger Richardson, but it included none of Pope's manuscripts. One of these Pope-Richardson manuscripts was that of his earlier works, "The Pastorals," first printed in *Dryden's Miscellany*, 1709, with alternative readings and passages differing from the printed version; it was on four quarto pages, closely written, and remained in the Richardson family until shortly before its sale at Sotheby's in June, 1902, when it was bought by Denham, the bookseller, and sent by him to New York

where it was offered for \$675. It was among the few manuscripts exhibited at the Grolier Club in 1911. Dr. Charles Chauncey, whose library was sold in 1790, had at least one manuscript, "Of Taste, an Epistle to the Earl of Burlington," on eight leaves, which was also in the Samuel's sale, in 1907, and then fetched £190.

F. M. H.

### Catalogs Received

Belgien: Geschichte, Altertumskunde, Geographie, Kunstgeschichte, Belgische Drucke usw. (No. 479; Items 412.) Karl W. Hiersemann, Königstr. 29, Leipzig.

Important Americana, including selections from the libraries of Chauncey Langdon and James Johns. (No. 106; Items 276.) Heartman's, 101 Grove Street, Rutland, Vermont.

Interesting Books. (No. 259; Items 293.) Holland Brothers. 21, John Bright Street, Birmingham, England.

Rare and Curious Books. (No. 53; Items 290) John Metcalfe-Morton, Ye Olde Booke Shoppe, 1, Duke Street, Brighton, England.

Rare and Valuable Books. (No. 331; Items 1235.) Thomas Thorp, 109 and 110, High Street, Guildford, England.

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In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 20 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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## Some Delayed Trade Catalogs

The Publishers' Trade List Annual will be a little late in delivery this year thru no fault of this office. Paper difficulties and slow freight shipments of catalogs will account for the loss of time. The delivery of copies which begins September 6th will be pushed as rapidly as possible and all advance orders should be completed by the 20th inst.

Whitaker's Reference Catalog of Current Literature, 1920, may be expected "sometime during the Autumn," according to the latest word from London. Until received here, advance orders for the set will be accepted at the special price of \$10. After publication the price will be \$12 per set.

The English Catalog of Books for 1919, usually issued in the Spring, is also delayed. It will arrive here sometime in September, according to the latest advice from London.

THE PUBLISHERS' WEEKLY.



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Sunshine of Life, Ooze Bdg.

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History of Banking in U. S., Knox.

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Money Inflation in the U. S., Wildman.

Dukite, a Poem, Dupree.

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A B C Stock Speculation, Nelson.

King of the Mountains About, Rand.

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Sardonics, Harris M. Lyon, Stuyvesant Press.

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Bakewell, A Conspiracy and Its Agency, pamphlet.

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Lecky's Map of Life.

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Chuang Tzu: Mystic, Quaritch.

Appreciations, Walter Paten.

Balzac, Novels in English, Routledge.

November Boughs, Whitman, A Gardner.

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Letters of Samuel Rutherford.**Baptist Standard Pub. Co., 701 Slaughter Bldg., Dallas, Texas**Set of Spurgeon's Sermons, analyzed under subject heads, same being given on outside of cover.  
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Short Syntax of N. Testament Gree, H. P. V. Nunn.

Wanderings in Arabia, 2 vols., C. M. Doughty.

**Barnie's Bookery, 725 E St., San Diego, Calif.**

Barber, H. L., Making Money Make Money.

Century Dictionary, 1 vol., 1917 or later.

James, Fighting Ships of World, 1914-20.

Shakespeare, complete, good library ed.

**Barr Book Shop, 24 W. Orange St., Lancaster, Pa.**

Seymour, Evenings with the Romanists.

Reade, Martyrdom of Man, Lane.

Foster &amp; Lankaster, Memoirs of Huxley, vol. 4 and Supplement.

Radcliffe, The Italian.

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Stauffer, American Engraving upon Copper and Steel, 2 vols.

Snaith, Araminta.

Kalidasa, Sakoontala, or The Lost Ring.

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Myers, Essays, Classical.

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Powerll's Historic Towns, Southern States, N. Y., 1900.  
Statesman's Year Book, 1919, Macmillan Co.  
Buller, A. H., (Ed) Speculum Amantis, Love Poems, etc., 17th century, London, 1889.

**C. P. Bensinger Code Book Co., 13 Whitehall St., New York**

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Top of the Morning, Juliet Wilbor Tompkins.

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History of Scranton, Col. Hitchcock.

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Little Journeys, Hubbard, Nov., 1895, July-Dec., 1904.

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The Raven, Poe, Doré illustrations.  
The Ancient Mariner, Coleridge, Doré illustrations.  
A Reconsideration of the Shakespeare Sonnets, Samuel Butler.  
In the Heart of the Holy Grail, Baine.  
Robert Adams and His Brothers, Swarbuck.  
Shulamite, Askew.  
Turn of the Screw, James.  
Idler in France, Blessington.  
Vagabond Days, Keeler.  
Speeches, Grady.  
The Return, de la Mare.  
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Aristotle, Taylor.  
Atoms of Empire, Hyne.  
Animals and Plants under Domestication, 2d ed., Darwin.  
Old Salem, Bates.  
The Sea Hawk, Sabatini.  
History of Mr. Polly, Wells.  
Sea Lady.  
Philip and Alexander of Macedon, Hogarth.  
Flora of the British West India Islands, Gresebach.  
Cuba Primitive, Y. Morales.  
Official Proceedings of Nat'l Foreign Trade Convention.  
Granny, Weymss.  
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Book of Football, Camp.  
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Short History of the Mississippi Valley, Hosmer.  
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Quaker Cross.  
The Castaway, Reeves.

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Concerning a Vow.  
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Jamieson, Fausset & Brown, Commentary on the Old and New Testaments, 2 vols.  
Huxley, Potomac and the Rappahannock.  
Williams, Madame Pompadour.  
Wise, History of Aeronautics, 1856(?).  
Whyte, Melville, With Horse and Hound.  
Haggard, Ayesha.  
Durand's Oxford.  
James & Endrei, Hungarian Collier, Sorghum.  
Malthus, Nature and Progress of Rent.  
Southern History Assoc., Extra vol. No. 1, 1898.  
English Hexapla, London, Bagster, 1846.  
Rowe, Handbook of Timber Preservation.  
Akerman, Farm Forestry.

**Bridgman's Book Shop, 108 Main St., Northampton, Mass.**

J. W. Chadwick's Poems.

**Henry C. Brown, 15 E. 40th St., New York**

Cadwalader Colden, Canal Memoir, 1825.  
Frank Leslie's Weekly, 1859.

**W. A. Butterfield, 59 Bromfield St., Boston**

Great Adventure, G. C. Lodge.

**Central Book Co., 93 Nassau St., New York**

Northeastern Reporter, vols. 118 to 124 inclusive.

**Camden Free Public Library, Camden, N. J.**

Seybert Commission on Spiritualism, R. B. Westbrook, M.D.

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Queen Sheba's Ring, Haggard.  
Ayesha, Haggard.  
Ghost Kings, Haggard.

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Early Western Travels, 1748-1846, Reuben Gold Thwaites, odd vols. or runs.  
Audubon, J. J., odd vols.

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Fiske, Outlines of Cosmic Philosophy, 2 vols., 1st ed., 1874.  
Fiske, War of Independence, 1st ed., 1889.  
Fiske, Doctrine of Evolution, 1st ed., 1891.  
Fiske, The Mississippi Valley, 1st ed.  
Fiske, Essays, 2 vols., 8vo, Macmillan, 1st ed.  
Harris, Told by Uncle Remus, 1st ed., 1905.  
Harris, Uncle Remus and Brer Rabbit, 1st ed., 1906.  
Harris, Uncle Remus and His Friends, 1st ed., 1892.  
Harris, Uncle Remus and the Little Boy, 1st ed., 1910.  
Harris, Little Mr. Thimblefinger, dated, 1894.  
Harris, Mr. Rabbit at Home, dated, 1895.  
LeBon, Psychology of Revolution.  
LeBon, Psychology of the Great War.  
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Weyman, Story of Francis Cludde.  
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Rogers, Babylonia and Assyria, 2 vols.  
Budge, Egypt, 8 vols.  
Washington's Writings, 14 vols., Putnams.  
Tomlinson, Sea and Jungle.  
Thoreau, Week on the Concord, etc., 1st ed., 1849.  
Thoreau, Miscellanies, 1st ed., 1894.  
Thoreau, Familiar Letters, 1st ed., 1894.  
Tarkington, Harlequin and Columbine.  
Tagore, Gitanjali, 1st ed.  
Swift, vols. 10 and 11 and vol. 2, Poems, Bohn.  
M. E. S., His Book, Associated Press.  
Owen Jones, Grammar of Ornament.  
Hough, Story of the Outlaw.  
Head, A Notable Law Suit.  
Coyner, The Lost Trappers, 1st ed.  
Cleveland, R. J., Narrative of Voyages and Coml. Enterprises, 2 vols., 1842.  
Chillicothe, Ohio, Business Directory, 1855-56.  
Chase, Owen, Loss of the Essex.

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Bullen, Idyls of the Sea.  
 Bullen, Call of the Deep.  
 Bendire, Life History of N. A. Birds, 1892 and 1895.  
 Bandello, Villon Society, 6 vols.  
 Arnold, Thos. W., Preaching of Islam.  
 Hearn, Interpretations of Literature, 2 vols.  
 Poe, Eureka, 1st ed., 1848.

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 The Golden Bough, J. G. Frazer, 3 vols., London, 1890.  
 Also Third Edition, 10 vols., London, 1907-13.  
 Tragic Drama of Greeks, A. E. Haigh, Oxford, 1896.  
 History of English Dramatic Literature to Death of Queen Anne, A. W. Ward, 2nd ed., 1899.  
 Attic Theatre, A. E. Haigh, 2nd ed., Oxford, 1898.  
 The Play of Man, K. Groos, translated by Baldwin, 1901.  
 Dramatic Traditions of Dark Ages, J. S. Tanion, 1907.  
 Plays of Our Forefathers, G. M. Gayley, N. Y., 1909.  
 The Roman Theatre, J. H. Gray, London, 1910.  
 Oberanomerger, J. H. Short, N. Y., 1910.  
 English Drama of 18th Century, G. H. Nettleton, N. Y., 1914.  
 The Elizabethan Playhouse, W. J. Lawrence, Stratford-on-Avon, 1912.  
 The Technique of the Drama, G. Freytag, 1908.  
 Tragedy, A. H. Thorndike, N. Y., 1908.  
 Development of the Drama, Brander Matthews, N. Y., 1903.  
 Hibbert Journal, vol. XI, No. 3, April, 1913 (magazine).  
 Lectures on Dramatic Art and Literature, A. W. Schleigel, Bohn ser.; ed. 1876.  
 Plays, Acting and Music, Arthur Symons, London, 1903.  
 New Spirit in Drama and Art, Hartley Carter, London, 1912.  
 Our Irish Theatre, Lady Gregory, N. Y., 1913.  
 The New Movement in the Theater, Sheldon Cheney, N. Y., 1914.  
 The Theatre of Max Reinhardt, Hartley Carter, N. Y., 1914.  
 Essai sur l'histoire du theater G. Bapst, Paris, 1893.  
 History of Theatrical Art, Karl Mantzius, 7 vols., London, 1903.  
 L'Art Theatrical Moderne, Jacques, Rooche, Paris, 1910.  
 Decors et Pantomimes Pour un Theatre Guignol de H. Graffigny, 3d ed., Paris, 1911.  
 Towards a New Theatre, Gordon Craig, London 1913.  
 Bühnen Belenchtung, System Fortany, pub. by Allgemeine Elektrizitäts Gesellschaft, Berlin.  
 Magazine, Scientific American, Supplement 69.  
 Magazine, Scientific American, April 16, 1910.

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Illustrated London News, 137: 614, Oct. 22, 1910.  
 Magazine, Technical World, 16: Jan, 1912.  
 Magazine, Fortnightly Review, 97: Dec., 1912.  
 Magazine, Drama, No. 14, May, 1914.  
 The Paradox of Acting, W. H. Pollock, London, 1883.  
 On the Stage, Dutton Cook, 2 vols., London, 1883.  
 Hints to Speakers and Players, Rosina Filippi, London, 1913.  
 "Mimigue," Giraudet, Paris, 1895.  
 The Art of the Acting, C. Coquelin, pub. Columbia Univ. Dramatic Museum, N. Y., 1915.  
 Aetns Art, F. J. Talma, pub. Columbia Univ. Dramatic Museum, N. Y., 1915.  
 Masks or Faces, William Archer, London 1888.  
 The Drama—four addresses, Henry Irving, N. Y., 1892.  
 Drama and Life, A. B. Walkley, N. Y., 1908.  
 Chapters in the History of Actors and Acting in Ancient Greece, Chicago, T. B. O'Connor.  
 Illusion of the First Time, Wm. Gillette, pub. Dramatic Museum of Columbia University, 1915.  
 Art and the Actor, C. Coquelin, pub. Dramatic Museum of Columbia Univ., 1915.  
 Mrs. Siddens as Lady Macbeth, J. C. Fleeming Jenkin, pub. Dramatic Museum of Columbia Univ., 1915.  
 Reflections on the Art of Acting, Talma, pub. by Dramatic Museum of Columbia Univ., 1915.  
 Acting and the Art of Speech at the Paris Conservatory, J. R. Solly, London, 1891.  
 A Cyclopaedia of Costume, J. R. Planche, 2 vols., Bohn's Artists Library, 1907.

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Bates, C. F., Cambridge Book of Poetry.  
 Budge, E. A. T. W., Gods of the Egyptians, 2 vols.  
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Massachusetts.

Adams, Hist. of U. S. 9 vols.  
Adams, Henry, Life of Albert Gallatin.  
Andover, Mass., Hist. of  
Architectural Record, vol. 1.  
Barber, Glassware.  
Bayard, Martha P., Diary of, ed. by Dod.  
Bayard, Samuel, Letters and Diary of.  
Bland, T. A. Life of Alfred B. Meacham, Wash.,  
1883.  
Brown, Religio Medici, Boston,, 1862.  
British Poets, Little, Brown, Red clo. Any titles.  
Burne-Jones, Memorials of, by Lady Burne-Jones,  
2 vols. Macm.  
Butler, Samuel, Authoress of the Odyssey.  
California, Bibliography of  
Ceramica Portuguesa, by Eueiroz, 4to, colored  
plates, Ca. 1885.  
Channing, Poems of 65 years.  
Chauncey, C., Salvation for All Men, Boston, 1782,  
1784.  
Corelli, Sorrows of Satan.  
Dexter, Congregationalism of last 300 years.  
Dreiser, Traveler at Forty.  
Fishing, N. Y. Fish & Game Comm. Reports. Af-  
ter 1902.  
Grant, Robert, Little tin god on wheels.  
Hardy, T., Mayor of Casterbridge; Woodlander;  
Madding Crowd; Jude; Under Greenwood tree;  
Little ironies; Wessex Tales, Harper, Clo. Thin  
paper.  
Harper's Franklin Sq. Lib. Large 4to. Black, Wm.  
Love or marriage; De Mille. The Dodge Club.  
Homemaker (The) Magazine, May, 1889.  
Hunter, Steigel Glass.  
James, Henry, Portrait of a lady.  
Lee, Hist. North America, Univ. ed. Blue clo.  
vol. 6.  
Mahan, Archko, Volume, Phila., 1905.  
Melville, Herman, John Marr & other stories  
1888.  
Nation (The) Aug. to Dec., 1897.  
N. Y. Calendar of Wills, Albany 1896.  
Pollock, Sir. F. & E. F. Maitladn, Ethcingham  
Letters, 1898.  
Pyle, Katherine, Rabbit Witch, N. Y., 1895.  
Ross, Denman, Theory & practise of design.  
Ship model building, Anything on  
Smith, Elias, Life of. Portsmouth, 1816.  
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Magennis, by Medinness, Williamsport, Pa., 1891.  
Porter Pedigree, Worcester, 1907.  
Usher, Memorial of Roland Greene, by his son, 1895.

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The Inner House, by Besano.  
The Ivory Gate, by Besano.  
Case of Mr. Lucreft, by Besano, O. Rice.

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Zion, Eyre and Spolleswoode, 2 copies.  
Canfield, Legend of the Iroquois.  
Diefendorf Historic Mohawk.

W. C. Hammer, 402 Harrison Bldg., Philadelphia, Pa.  
Tales & Transatlantic Tales (magazines) pub. ab.  
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Fosters's Life of Stephen C. Fowler.  
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Joseph Le Conte Bibliography.  
Le Gallienne, The Beautiful Lie of Rome.

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Literary Men of 18th Century, by Ellewin.  
New International Encyclopedia, 2nd ed., not India  
paper.  
Encyclopedia Britannica, 11th Ed. not India paper.  
Moulton, Library of literary criticism, vol. 5.  
Malkan, 1910, green cloth.  
Coulter, Botany of West Texas, pub. by National  
Herbarium.  
Shepherd, Historical Atlas, Holt, 1911.  
Harvard Classics.  
Warner's Library of the World's Best Literature.  
Hobson's Chinese Porcelain.  
Joanna Boillie Poems 1853.  
Writings James Madison, Federal edition.  
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A. D. 2000, by A. M. Fuller. Original Edition.  
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Biochemical Journal, vols. 12, 13.  
Journal of Biological Chem., vols. 20, 21, 24, 28, 29.

**Library of Congress, Order Div., Washington, D. C.**  
Lee, J. W., History of Hamilton County, Ia., Chic. Pioneer Pub. Co., 1912, 2 vols.

**C. F. Liebeck, 859 E. 63rd St., Chicago, Ill.**  
Sabin's Dictionary Americana, any parts.

**N. Liebschutz, 226 W. Jefferson St., Louisville, Ky.**  
Items on Life and Genealogy of Richard M. Johnson, Vice-President of United States with Martin Van Buren.  
Arabian Nights Entertainment, 17 vols., Burton.

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Mass., 1884.  
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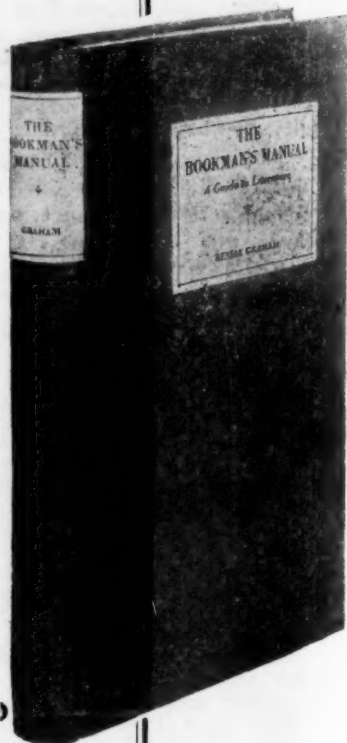
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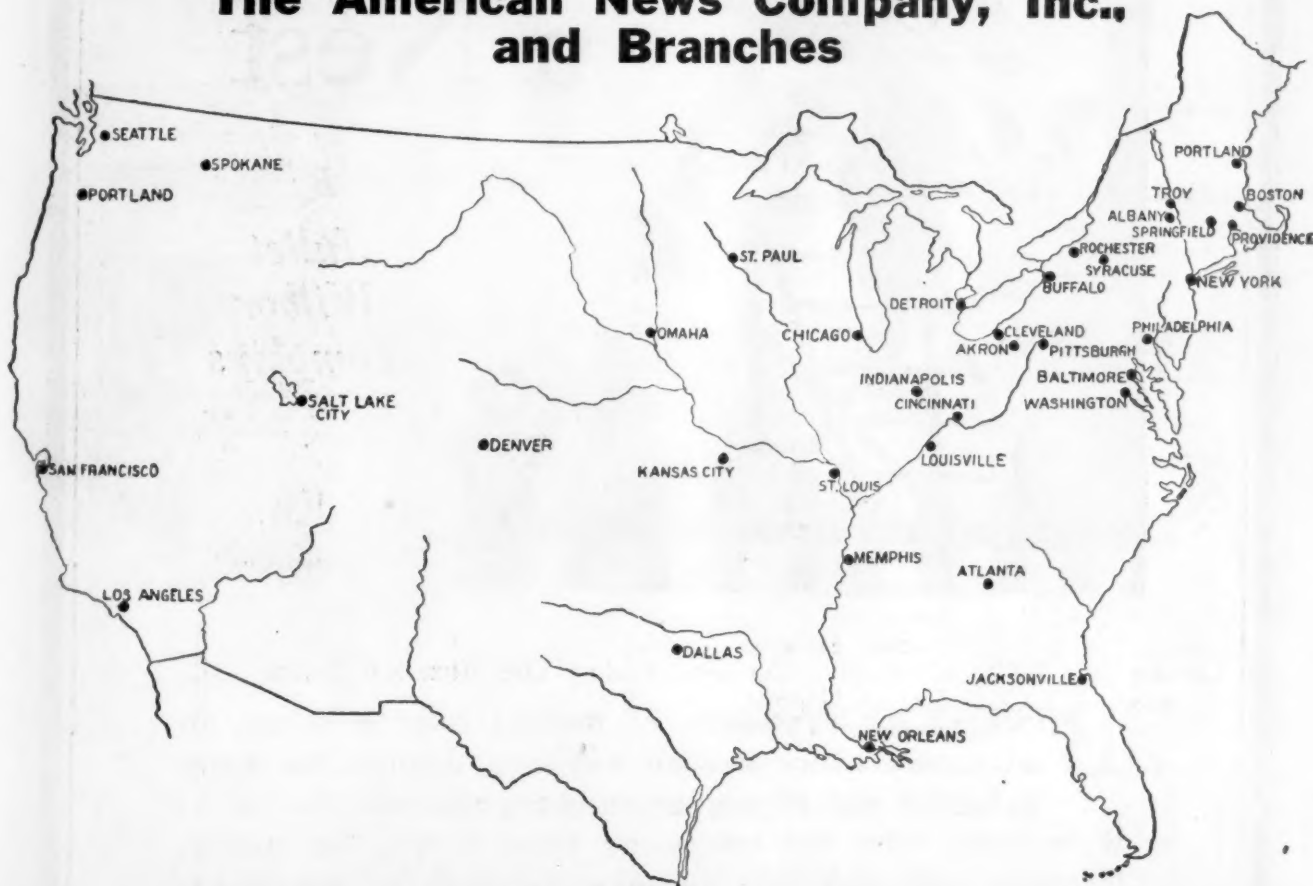
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